

The “Show-Me Showdown” - Mock Project Presentation Competition
2006 Governor’s Conference on Economic Development
Renaissance Grand Hotel, St. Louis
Tuesday, September 26, 2006 at 3:30pm



Business recruitment is about competition. Are you up to a challenge? Enter your EDC for the “Show-Me Showdown” where three Missouri communities will make a presentation to a prestigious panel of experts for a hypothetical new corporate facility named “Project Nighthawk”.

This competition will be held on Tuesday, September 26 at 3:30 during the 2006 Governor’s Conference on Economic Development in St. Louis. Further information on the conference can be found at www.MissouriDevelopment.org.

This exciting format was featured at the 2005 IEDC Annual Conference. CoreNet Global just announced it will be having the same competition at its 2006 Summit in November.

A three person panel of judges will act as the selection committee. The judges include Dennis Donovan of the Wadley Donovan Group (site location consulting firm), Dennis Cuneo, Senior Vice President of Toyota Motor North America, and one other TBA. Each competing community will deliver a 15 minute presentation (PowerPoint or other visual media), the judges will deliberate and vote, and the winning community will be selected based on the best overall presentation. The presentation is not limited to one presenter.

The benefits for the presenting communities are:

- Statewide news release on the winner and the two other participants.
- An opportunity to showcase your community to the judges, your peer EDCs, and the other attendees at the Governor’s Economic Development Conference.
- The winner will receive one all-expense paid trip with full registration to the 2006 CoreNet Global Summit in Orlando, Florida on November 12-15. See http://www2.corenetglobal.org/summits_events/florida_2006/index.vsp

For details on how to submit your preliminary proposal to participate in the “Show-Me Showdown” and compete to be one of three finalists. The deadline for the submission of preliminary proposals is **Friday, August 18, 2006**. Selection of the three participating finalists in the “Show-Me Showdown” will be prior to August 25, 2006.

If you have questions, please contact Nicoll Clarkston of the Missouri Department of Economic Development at 573-522-4938. We look forward to receiving your proposal for the “Show-Me Showdown”.

Background – Project Nighthawk

A publicly held Fortune 500 light manufacturing company is engaged in a highly confidential search for a new facility.

Successful candidate locations must demonstrate the ability to grow with the company and accommodate a variety of different requirements.

Facility and Project Specifications:

- Employment is projected to reach 300 within three years
- Average annual salary between \$50,000 and \$65,000
- Size of facility is projected at 150,000 square feet
- Estimated capital investment \$10-16 million for the land and building (depending on local costs) and \$20 million for machinery and equipment.
- Facility must be fully operational within 18 months of the company's decision to locate.

Key Decision Factors

- Overall Business Climate (including tax structure)
- Labor Market/Work-Force Demographics
- Economic Development Programs/Initiatives
- Transportation access (rail is preferable, but not required).
- Information on Similar or Competitive Operations in the Area
- Labor supply and labor costs are of particular importance.

How to Submit a Preliminary Proposal

The company is soliciting proposals for Project Nighthawk. Preliminary proposals must be a Microsoft Word document or PDF of no more than one page (8 ½ x 11) in length and should address the key decision factors noted above. Please e-mail your preliminary proposal to Nicoll Clarkston (nicoll.clarkston@ded.mo.gov) by the deadline of Friday, August 18, 2006.

Three finalists will be selected from submittals received by the Missouri Department of Economic Development by the deadline. These finalists will be invited to participate in the “Show-Me Showdown” at the 2006 Governor’s Conference on Economic Development at the Renaissance Grand Hotel on Tuesday, September 26 at 3:30pm.

All those submitting proposals to participate in the “Show-Me Showdown” will be notified of the status of their proposal no later than Friday, August 25, 2006.

For more information please contact:

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nicoll.clarkston@ded.mo.gov
573-522-4938